Spencerian College Course Practical.

GRADUATES SUCCEED

ESTABLISHED IN 1869 AND HAS BEEN PROMINENT SINCE.

The Name of Spencer Has Been a Famous One in the Educational World Many Years.

In 1864 Bryant, Stratton & Church foundat the Washington link in the Bryant & Btratton chain of business colleges, extending at that time through forty great cities. This institution occupied three floors of the Bank of the Republic building, south-west corner of 7th and D streets northwest. Henry C. Spencer succeeded his father in the authorship work of the Spencerian pub-Meations, and was at this time superinten-dent of penmanship in the chain of forty colleges, having under his instruction and direction many thousands of young people in all parts of the country. He was called "the prince of blackboard writers," and was received wherever he went with great enthusiasm. At twelve he had taught with his father, being considered then the hand- phyxiated.

somest writer in the world. In 1865 the Spencer brothers, observing that the young college presidents were paying back to Bryant and Stratton the capital invested, and, thereafer, a lion's share of oin each other in founding a great insti-ution in their father's old home, Geneva, possible, the third, at a merely nominal

thirty-eight years 12,550 persons have been in attendance, the largest number in 1890, a census year, was 625; the smallest, in '73, the year of the great financial panic, 250. But these figures do not indicate the true annual average, which is 325.

The number of graduates from 1867 to 1902 has been 1,675, now holding positions of honor, trust and profit in all parts of the world. The number of graduates from

'64 to '67 is unknown. They appear not to have become a matter of record at that It has been the desire of the proprietors of the college to keep the institution in one place, well known and kindly remembered. vet it has had seven different homes in

thirty-eight years, the causes being in several cases most startling and tragic. In the Bank of the Republic building in 69 the war price for rent, \$1,500 per year, still prevailed, and Mr. Spencer removed the college that year to Northern Liberty building, corner 7th and L streets northwest, where the halls were more spacious and the rent \$1,000.

and the rent \$1,000.

In '81 a cyclone unroofed this building, and the college, exposed to the elements during a stormy period, was offered the entire second floor, 10,000 square feet, of the Lincoln Hall building (now the Academy of Music, its present location), which was made attractive and beautiful for the college by the trustees. It had been the college by the trustees. It had been the home of the Young Men's Christian Association, who had recently been reluctantly compelled by the managers to surrender the building they believed to be their own. Here the college passed five happy, prosperous years, '81 to '86.

December 4, '86, one of the coldest and bitterest nights ever known in Washington, a terrible explosion within the building called attention to a fire that had been in progress many-hours. The Spencer family barely escaped with their lives. Mrs. Spencer, being driven back by a second explosion, after a terrible struggle with smoke and flame, was dragged by the janitor down the burning stairway partially as

The beloved daughter Maggle had been taken out in convulsions an hour before. No life was lost, but the entire college property, with rich treasures, accumulated during a quarter of a century, lay in ashes.

The National Bank of the Republic, pet proceeds, withdrew from the chain to The National Bank of the Republic, found colleges of their own, or, perhaps, to through its directors, offered immediate



Other college presidents withdrew,

In February, 1866, Mr. Henry N. Copp pened the National Business College in Washington, D. C., in the Intelligencer building (now Harris & Co.'s, jewelers), northwest corner 7th and D streets north-west, directly opposite the Bryant & Stratton College.

He immediately sent for Mr. and Mrs. H.

C. Spencer to come to his assistance. Their fame as authors and educators had preceded them, and they were warmly re-ceived. Their arrival heralded a moral, social and intellectual uplift and outlook for Washington, where all things, at the close of the war, were in a heterogeneous state. Rev. C. B. Boynton of the First Congregational Church said: "They are my right hand and my left." Rev. W. V. Tudor of the Mount Vernon M. E. Church said at the funeral of H. C. Spencer, in "91: "When I first met Mr. and Mrs. Spencer in their own parlors, twenty-five years ago, surrounded by the leading statesmen, authors, scholars and divines of that time, I said to myself, 'These two will change the face of Washington.' Words fall me to

say how it has come to pass." In June, 1866, the college secured three floors of the new Perry building, corner 9th noors of the new Perry building, corner sen street and Pennsylvania avenue northwest (now Parker, Bridget & Co.'s), and the new quarters were immediately filled. Meantime the Bryant & Stratton College,

although it had engaged the finest talent available in the country, did not prosper, and in September, 1867, made to the new institution a proposition to sell their college and equipment on reasonable terms, which were accepted. The combination was now called the Consolidated Business Col-lege, and occupied three floors of the Bank of the Republic building, 400 students in

In 1889 Mr. Spencer purchased from Mr. Copp the "Consolidated," and it now be-

SPENCERIAN BUSINESS COLLEGE, soon and thereafter known and honored around the world.

Here was opened the first kindergarten, by Miss Mary Hooper, at the close of a course of lectures by the veteran ploneer of the kindergarten, Miss Elizabeth Peabody of Boston. Here was opened the first cooking school, by the famous Juliet Corson. Here was

given the first lecture on manual training schools by Judge Arthur MacArthur. All of these were benefactions to Washington, no charge being made for halls, time and needed appliances.

Space fails to contain the good things.

now great and far reaching in their influ-ence and power, that were born for Wash-

ington in this college.

At its regular day and night sessions in

ESTABLISHED FIFTY-ONE YEARS. Success of the F. J. Heiberger Tailoring Establshment.

One of the best known and most success ful tailors in the city is F. J. Heiberger. This business has been established since 1851, and for over fifty years has been prosperous and a recognized leader in tailoring. The business was begun by the father of Mr. Heiberger in 1851, and was purchased by the present owner, Mr. F. J. Heiberger, from his father in June, 1899. The elder Mr. Heiberger died on March 2, 1901, at the age activity in business.

Mr. F. J. Heiberger, the present owner of the business, learned from his father the art of making clothes that fit with perfect satisfaction to the purchaser. The leading people of this city have found in him a tailor who can give a fit and who street northwest. She is an importer of

As to their quality and workmanship.

The business was begun on Pennsylvania avenue under the Metropolitan Hotel, but 1878 it was moved to its present location, 535 15th street. Mr. Heiberger makes a specialty of army and navy uniforms, and has made service clothes for the leading army and naval officers. Whenever a change is contemplated in the different uni-Whenever

rate, until the business was thoroughly reone by one, until the chain was but a name, all exchanging of scholarships as common \$1,000 per year, which was just what the \$1,000 per year, which was just what the college had offered to pay and had been 1866, Mr. Henry N. Copp refused seventeen years before. The prop-

> lege were reopened in its old home. Here, in '91, the beloved Professor Spens cer serenely passed to his real home in the better land. So much love and grief were lavished over him from all lands and na-tions that it was said, "He must be happy, indeed, if he is as tenderly welcome the other world as he is mourned and cher-

> the fire all of the departments of the col-

Mr. Spencer left, as his dying bequest, the entire and unconditional proprietorship of the college to Mrs. Spencer, who had been associated with him in its administration all the years of its history.

In '97, after eleven years in the Bank of the Republic building, the death of a millionaire stockholder changed the entire ownership of the bank and building, and it was, in the hands of a syndicate, for sale at public auction. The college would not take the risk of remaining to see the outcome. It sought another home at once. Two squares to the west stood the Academy of Music building, reared on the site of its home in '81-'86, with "for rent" in every window for more than a hundred feet. The syndicate had offered these floors to the college ten years before, when the horror the recent fire was too fresh in all minds to consider the proposal. They now wel-comed the institution warmly, and in a brief time the halls were made radiantly

beautiful for its reception. And here the Spencerian College still its course of training, increase its facilities, brighten its surroundings, yet not to raise its prices.
Its brilliant annual commencements are

considered important social and educational events, guests attending them from Philadelphia, New York and Boston, as they de-clare, to learn how such things are done. The leading statesmen of the nation have delivered at these commencements addresses quoted around the world "as classic gems of business college literature." One of these, Garfield's celebrated address, "Elements of Success," at the commencement of '69, has been translated into every standard modern language and reprinted by the hundred thousand copies.

The World's Fair News at the quadricentennial exposition in '93 said: "The Spencerian Business College of Washington, D. C., is the pride and honor of the national capital and of business colleges throughout

the land." Built upon a rock, flood and fire and all forms of earthly disaster have left it unscathed, strong in the eternal right, immortal in its power to uplift and inspire and

by his patrons. MILLINERY IMPORTATIONS.

clothes and customers have a large stock

o select from. His opinion is relied upon

Mrs. Stiebel's Parisian Styles Famous With Cultured Women.

An attache of the French embassy once remarked that the fair women of Washington "are the best gowned and best bonneted ladies in the new world." Such praise from a memoer of the elite of "Gay Paree" is worthy of honest consideration. of eighty-three, after forty-eight years of it is a fact that while Washington has activity in husiness. twentieth century business improvements, the ladies of the capital have kept well abreast of the times in the matter of fashionable attire.

understands the different values and grades | millinery and uses such rare good judgment of cloth. He is thoroughly familiar with all the details of fine tailoring, and clothes bearing his name are sufficiently guaranteed sort of mecca for the smart set of the picturesque capital city.

Mrs. Stiebel has been engaged in the millinery business at her present address for eight years, during which time she has been consulted and patronized by the very best people of Washington. When she started in business she employed ten assistants. But so marked has been the increase in her business that she now gives regular em-

change is contemplated in the different uniforms of the army and navy he is generally consulted. He makes that she now gives regular employment to twenty-nine persons, experting the promoted file makes the standard uniform more than the property of the army and navy he is generally consulted. He makes the standard uniform more than the property of the army and navy he is generally consulted. He is the director also of the Musical Art hornout feature of Mrs. Stichel's and began business that she now gives regular employment to twenty-nine persons, experting the property of the army and navy he is generally consulted. He is the director also of the Musical Art hornout of the consultation of the content of the content of the consultation of the content of the cont

ANDREW J. JOYCE CARRIAGE CO.

ESTABLISHED 1844.

Establishment Has Made Some of the Finest Vehicles in the Country.

Over half a century doing business in one spot is a record few firms in Washington can boast. Such, however, is the distinction possessed by the Andrew J. Joyce Carriage Company.

This company had its beginning in 1844, when Andrew J. Joyce established his carriage factory in the four-story brick build ing at 14th and E

streets. From its foundation the business prospered, and in a brief period became the leading carriage factory of the south. In 1881 Mr. Andrew J. Joyce died and the business

devolved upon his two sons, Messrs. George W. and R. Edwin Joyce, who, by their enterprise and energy, increased the business greatly. Mr. R. Edwin Joyce. The business was

conducted under the name of Andrew J. Joyce Sons until 1897, when it was incorporated as the Andrew J. Joyce Carriage Company. Mr. R. Edwin Joyce was made vice president and general manager.

Under his able management the Andrew J. Joyce Carriage Company has reached an enviable position. The specialty of the company has always been work made to order. Mr. R. Edwin Joyce being a member of the Technical School for Carriage Draughtsmen gives personal attention to this branch of the business, and the many handsome equipages owned by the leading people of this city bespeak the skill of tae company's craftsmen.

The fame of the Andrew J. Joyce Carriage Company is not confined to this local-

ity, it is national. Mr. R. Edwin Joyce has grown up with the business, and to him is largely due the credit for the present prosperity and fame of the company. His grasp of every detail of the extensive business done by the company has been rewarded by a patronage that exceeds anything ever done before in the history of the business. Mr. Joyce's company does a large repairing business, and the excellence of this feature of the company's operations has added greatly to its reputation and growth.

When the elder Joyce began business

rubber tires and bicycle wheels for vehicles were unknown. Mechanics in those days worked from sunrise to sunset. Apprentices were bound out to learn a trade, living with their employer, who clothed, fed and sup-plied them with spending money. They served from the time they were bound out until they were twenty-one.

The styles in vehicles have changed many times during the business career of the company. Some styles of vehicles in use fifty years ago are now used, although, of course, different in construction, owing to modern improvements. In the old days a vehicle constructed so

unknown, and as vehicles were then con-structed impossible. Vehicles were then heavier and more expensive, and greater attention was paid to ornamentation than osition was accepted, and one week after Mr. Joyce was born in this city August

21, 1863. He was educated at Columbian and Georgetown universities, and began his business career with the banking house of Riggs & Co. In 1881 he became a member of the firm of Andrew J. Joyce's Sons. For twenty-one years he has been one of the leading business men of Washington. He has been twice re-elected.

SUCCESSFUL TEACHER

V. E. HEIMENDAHL VOICE CUL-TURIST SEVENTEEN YEARS.

He is Also an Instructor of the Violin-Studied Under Wil-

helmj.

Washington is rapidly becoming a musical center recognized for the excellence of its soloists, as well as by the large number abides. Its continued policy is to improve of persons who yearly study some branch of the melodic art.

The national capital numbers among its musicians some of the most talented professionals and a small army of amateurs who are quick to appreciate the merit of impart knowledge.

in musical circles, both for his skill as a musician and his ability as a teacher. Mr. Heimendahl was born in Elberfeld, commercial pursuits, but he early evinced a | tertained by the Board of Trade.

Among the vocal teachers of this city V.

talent for playing the violin. He began to play when quite a young man. Wilhelmj, one of the great masters of the

violin, heard him and pursuaded him to follow a musical career. He was so interested in the young player he took him into his family at the age of fourteen. He remained with Wilhelmj for two years

and then entered the class of Wienawski at the Brussels Conservatory. After one year of study in this institution he carried off the first prize in the violin

class and also secured prizes for his proficiency in theory. After leaving the conservatory he went to London on a concert tour.

In 1879 he came to America and traveled

very successful. In 1884 he went to New York as assistant conductor for Theodore Thomas. Having much chorus conducting to do, he was induced to study voice culture, and, accordingly, took lessons from Madame Cuffiani. Later he continued with William Shake-

speare of London. He received a call to Baltimore in 1886. and has since that time made his home there and in Washington, between which cities he divides his time.

Since his residence in Baltimore he has conducted several singing societies and was director of the National Saengerfest in 1888 and conducted the symphony concerts of the Philharmonic Orchestra. He is at present conductor of the Peabody symphony concerts in Baltimore.

Several compositions of his for chorus and orchestra have been played by Theodore Thomas. Von der Stucken. John Lund of Buffalo and others. He is the director also of the Musical Art

Society of Washington.

HALF A CENTURY OLD PUBLIC SPIRITED TRADE NOT BACKWARD

LIAM J. ZEH. M. M. Parker's Efforts in

City's Behalf. Important Contract. NATIVE OF VERMONT

FOR MANY YEARS PROMINENT IN BUSINESS CIRCLES.

Indorses Everything That Tends to Improve the Condition of His Adopted City.

Myron Melvin Parker, for the last thirtyfive years, has been identified with the post-bellum progress of Washington. He is one of the most prominent citizens of the District, and belongs to the exclusive coterie which-entirely independent of politics and the changing complexions of national administrations - devotes unselfish services to the betterment of municipal conditions in the nation's capital.

When the civil war broke out Myron M. Parker was a student at Fort Edward Institute, New York. In November, 1862, when a mere boy, he enlisted in Company M, 1st Vermont Cavalry, taking part in many of the engagements up to the close of the war, two horses having been shot under him. For four years he was aid-decamp, with the rank of colonel, on the staff of the governor of Vermont.

Upon the restoration of peace, Mr. Parker was appointed clerk in the War De-



M. M. Parker.

partment. He was advanced to several positions of greater trust and responsibility. and during this period of his career his leisure was occupied by the study of law. In 1876 he was graduated from the law deas to allow the front wheels to pass under as to allow the front wheels to pass under tis body, making a short turn possible, was having been awarded one of the graduation prizes.

Mr. Parker's interest in his alma mater had remained unabated. The annual \$100 prize to the post-graduate class is the tribute he pays yearly to the institution, and is named after the donor.

In 1876 he married Miss Nellie Griswold. a niece of the late General Spinner, who for many years was treasurer of the United States.

Is vice president of the Carriage Builders' Mr. Parker was the first president of the National Association, to which position he Board of Trade, to which office he was Mr. Parker was the first president of the three times re-elected. It was during this time that the Board of Trade originated, and prepared the bill for the extension of streets and avenues, and out of which many of our important streets and avenues have been extended. Under Mr. Parker's direction the Board of Trade took up the question of sewer extension. It was also largely through its efforts that liberal PROGRESSIVE appropriations were made for street and other municipal improvements.

Up to this time very few conventions or organizations had met in Washington. Mr. Parker believed that the gathering together in the national capital of the people from all sections of the country would be of great benefit to the capital city. To this end he appointed a committee to promote and encourage conventions and all organ- remains little to be said regarding them. ized bodies to meet in Washington. The efforts of this committee met with signal business cannot come amiss. C. G. Sloan, success; the first distinguished gathering being a meeting here of the governors of land in 1857, went to school at Thompson's nearly all the states and other prominent and distinguished people to consider the graduating, went into the auction business, any one who demonstrates their ability to proposition of a world's fair. This convention concluded with a notable banquet, and out of this meeting sprung the world's in 1875, and started his own business at his Edward Helmendahl occupies a high place fair, held in 1893 in Chicago. This convention was soon followed by the wagon makers of the United States, the inventors, and other large and influential organiza-Germany. His family were all devoted to tions, all of which were received and en-

Mr. Parker was chairman of the triennial committee to entertain the Grand Encamp-ment, Knights Templar of the United States, and was chief marshal of the parade on that occasion. For two years he was grand master of Masons for the Dis-For several years Mr. Parker was actively engaged in the real estate business in which he was very successful. In 1894 he went out of the real estate business, giving

his entire time to corporations.

In 1893 Mr. Parker was appointed by President Harrison one of the Commis-sloners of the District. This appointment some reluctance, owing to extensive business connections. Having been actively one year with the Mendelssohn Quartet Club as leader. After this he went to Chicago. There he organized and directed two seasons of symphony concerts, which were

municipal affairs.

At the centennial celebration of the laying of the corner stone of the United States Capitol, at which President Cleveland pre-sided, Mr. Parker denvered the address on the part of the Commissioners for the Dis-Mr. Parker's club life is confined mostly

to that which gives him outdoor exercise, health and pleasure—being a member of the health and pleasure—being a member of the Woodmont Rod and Gun Club of Maryland, the Blue Mountain Club (Corbin Park) of New Hampshire, Tobique Salmon Club of New Brunswick and the Chevy Chase Club. He is also a member of the New York Club, the Resum Club, the Century Club and the Mountain Medical Comments.

Mr. Parker is now president of the following-named corporations: The Alaska Banking and Safe Deposit Company, Nome, Banking and Safe Deposit Company, Nome, Alaska; the Grant Manufacturing Company, the Union Building Company, the Atlantic Building Company, the Glover Building Company and the Washington Fertilizer Company. All of these corporations are local except the bank. In addition to these local except the president of the Colerts. he is first vice president of the Colonial Fire Insurance Company, and a director in

IMMENSE COAL BUSINESS OF WIL-

In Ten Years Has Increased From 10,000 Tons to 75,000 Tons-

One of the most progressive and up-todate coal dealers in the city is William J. Zeh of 702 11th street northwest. Mr. Zeh is a native of Washington, being born here in 1865. He received his education in the public schools of the city, attending the Franklin School. At the completion of his studies he entered the employ of Armour & Co. as clerk in their wholesale meat house. He remained with this firm for eight years, and in 1892 he started a coal business, with an office on N street between 9th and 10th streets. His capital consisted



Wm, J. Zeh.

coal. Soon after the first year Mr. Zeh moved to 28th and K streets northwest, the facilities for getting coal and wood being much better at this place, owing to the proximity of the canal and river. Business ncreased so rapidly at this place, however, that Mr. Zeh moved to the Pennsylvania railroad, to what is known as Willis' Dump. Mr. Zeh is the only agent in the city han dling the Chesapeake and Ohio coal and the Webster Coal and Coke Company's coal, which is considered the best steam-produc ing coal on the market. It is mined at Gal-

litzin, Pa., and is almost a smokeless qual-ity of bituminous coal.

Mr. Zeh is one of the largest dealers of coal in the city, and his prices are the lowest at which this precious article can be had. He keeps seventy-two head of stock at his stables, besides 100 wagons, which are seen on the streets, with his name painted thus: heZ .J .mW. This peculiar method of advertising has proved to be quite a catchy idea in its delusionary effect upon the optics. This is, however, no evidence that this business concern has been going backward. On the contrary, it has made rapid strides forward, the house being the peer of any similar establishment in the United States. The name of Wm. J. Zeh was first painted backwards on one of partment of the Columbian University, having been awarded one of the graduation that is a partment of the Columbian University, the wagons by the mistake of a deaf paint to Washington in 1888. He has held positively been awarded one of the graduation to washington in 1888. He has held positively been awarded one of the graduation to washington in 1888.

advertising scheme that Mr. Zeh has had city, the Columbia Athletic Club and Mr. Zeh furnishes nearly all the government buildings with coal, besides the United States Electric Light Company, and also fills many large contracts. Mr. Zeh the word, and has by his astonishing energy, clearness of perception and rare ability to reach a momentous decision been able to establish a reputation exceeded by none.



C. G. SLOAN & COMPANY, WELL-

KNOWN AUCTIONEERS.

The firm of C. G. Sloan & Co. is so well known to the Washington public that there However, a few notes on their interesting the head of the concern, was born in Mary-Academy and local schools, and, after and has continued the career of his early selection. He went with Thomas Dowling present location in 1891, which has developed into the largest legitimate auction business in Washington-selling only on commission. The training he received in his early business career has been fostered and cultivated by him un... now his opinion on real estate and house furnishings is con-

sidered unimpeachable.

Mr. Sloan has made some of the largest real estate sales in the District, for in-stance the Willard Hotel site-involving considerably over half a million dollars-did space allow could mention many other of trict of Columbia, officiating as such at the dedication of the Washington monument. thoroughfare it is to day, and it is another instance of his rare knowledge of real estate, in which time has proven that his judgment was correct, for he could not have chosen a better site for his business. The building also has undergone many changes to suit the growing business of the sloners of the District. This appointment firm, and now includes four sales rooms, was given Mr. Parker without solicitation or recommendation, and was accepted with and fourth floors are blocked off into forty separate rooms for storage, and are known as the Army and Navy storage rooms. A walk through the sales rooms discovers hundreds of interesting things. The very

fact that the firm generally handles the magnificent furnishings of the households of retiring ambassadors and ministers of foreign governments, senators, congressmen, army and navy officers, etc., etc., will show the class of articles auctioned, and their intrinsic value is increased by a sentimental value when one considers whom they have been owned by. There has been sold in these rooms rare collections of personal mementoes of Napoleon, Louis XV and Louis XVI and lesser historic per-sonage One finds here rare old Chippendale, Sneraton and early colonial furniture, beautiful Sevres vases, exquisite bric-a-brac oriental rugs and carpets, fine pictures, and except for it being a sales room, one could imagine themselves in an exquisitely appointed drawing room, and, when the fashionably dressed society people who at-tend the sales are considered, the effect is heightened. Most of the best-appointed homes in this city have been furnished through attending Sloan's sales. The furniture and house decorations of ambassadors and ministers are gen-erally chosen and purchased abroad and imported duty free. These personages, when transferred or recalled, usually dispose of their lares and penates through the instrumentality of C. G. Sloan & Co., thus affording Washingtonians an opportunity of acquiring beautiful objects of art which no other city offers and no other auctioneer

around which Henry Ciay, Gen. Winfield Scott and other historic personages wooed the goddess of chance; in fact, society generally comes here to bid against one another and to pay high prices for these rare bits of art and furniture. Connoisseurs prowl about gloating over the good things that meet their eyes, making mental catalogues of what they want and expect to get at any price. Altogether Sloan's sales rooms are about as interesting as anything in Washinton, and, above all, this firm, with its efficient corps of assistants, is noted for its feir and generous dealings. its fair and generous dealings, and their trade mark, which, by the way, is the swastika, one of the earliest known symbols of prehistorio man, is a guarantee of BUSINESS GROWTH honesty and good faith.

MAKE SHOES TO ORDER.

Potbury & Lee Have Fine Trade Among Best People.

Potbury & Lee started in business in 1874 in a modest way at '005 F street northwest. Here they remained but a short time, as the quarters were too small to meet the demands of their increasing trade. From here they moved to 1015 F street, where the "Boston House" now is, and after reof \$300, with two horses and carts. The first year's business amounted to 10,000 maining there several years removed to 1105 their present large and central store on ions, while today he handles 75,000 tons of 11th street. Their name is well known all over the country and their custom-made shoes have made them famous. Mr. Potbury and Mr. Lee are natives of

England, where they learned their trade, Mr. H. Potbury coming to Washington in 1866 and Mr. W. G. Lee in 1870. Both thoroughly understand all branches of fine shoemaking and personally superintend their force of fourteen expert workmen. The firm import all of their sample lasts

from England. Their leathers are pur-chased in France and are the best to be had. The firm makes hunting boots, riding boots, gunning boots and many other kinds and classes. They have on their list of customers people from all over the United States who have had their footwear made by this establishment for the past thirty years.

They made the boots worn by the American officers taking part in the German naval maneuvers this summer.

The firm takes just pride in their manufacture of officers' boots, and their pride is well founded. The firm makes ladies' and gentlemen's fine boots of every description, as well as special shoes for crippled feet. By industry and perseverance they have built up one of the finest custom-made shoe trades in the country. Their patronage includes the leading men of the day, senators, representatives, officers of the army and navy and many prominent leaders in soclety. Among their many patrons in the army and navy may be mentioned Generals Miles, Corbin, Young, Wood, Bliss and Bernhard, and of the navy, Admirals Dewey, Walker, Ramsey, Bradford and Hichborn. The business is an ever-increas-ing one, and the firm manufactures a large variety of goods, and its reputation is un-

THE WELL-KNOWN "ARGYLE."

A Popular Host Who Has Hosts of Friends.

In the ranks of the younger business men of Washington who are winning success there is no better example of meritorious push and persistency than that which is presented in the comparatively brief business career of Mr. James P. Kernan, proprietor of "The Argyle," 417 11th street northwest. The appointments of this fashionable resort are strictly up to date in every particular. The liquid refreshments served his many patrons are of the best qualities to be found in the city.

Mr. Kernan is a native of Baltimore, having been born in that city in 1863. He came Weicker's Hotel.

ness in November, 1901, making extensive the very first it has been our theory that improvements and repairs to the establish- the city of Washington presented a hithment, which was then a dwelling house. In connection with his saloon business he has there was need of a plumbing house where a first-class restaurant with ladies' dining rooms upstairs.

Mr. Kernan is yet quite a young man and has made a hosts of friends by his congeniality and cordiality of disposition, and there is no restaurateur in Washington who can better supply his patrons with what tends to please the inner man, both in liquid and in solid refreshment, than our host of the Argyle. His table, like his buffet, is supplied with all that is choicest, as from his long experience in catering to the wants of men who are prominent in FIRM | both public life and gastronomic circles he makes no mistake about what is good to eat and drink, and combined with this is the happy faculty of remembering the names, faces and particular likes of his numerous customers. Here's good luck to

Oronoco Rye Whiskey Has Won Its

have had in mind the famous Oronoco rye whisky when he penned that glowing tribute to whisky in which he said:

"It is the most wonderful whisky that ever drove the skeleton from a feast or painted landscapes in the brain of man. It is the mingled souls of wheat and corn. Drink it and you will feel within your blood the star-lit dawns, the dreamy, tawny dusks of many perfect days."

The noted Oronoco whisky has become the feature of Edward J. Quinn's splendid business. He opened his establishment, at 604 Pennsylvania avenue northwest, in 1895, and occupies with his salesrooms the entire ground floor, extending through to B street, with an entrance opposite the 6th street railroad depot. Oronoco whisky has won its high reputa-

tion on merit. It is a seven-year-old Mary-land rye, ripe and mellow. The popularity of this whisky is shown by the marked in-crease in its sales. During the year 1895 Mr. Quinn's total sales of Oronoco amount-ed to twenty barrels. The output has increased until last year the retail sales amounted to eight times that amount. The motto of this house is "Reputation built on quality," and it has been lived up to to the very letter. He confines himself almost exclusively to

family trade, and has received such a flattering amount of patronage in that line that he contemplates adding a wholesale department to his house. Mr. Quinn believes in the liberal but judicious use of printers' ink, to which he owes a fair measure of his success. He is a man of fine personality, business sagacity and integrity, and is a constant and faith-ful worker, having ever in view the maxim

of the old Virginia farmer, who said:
"Success cain't be got unless yer is honest an' never goes ter sleep in yer harness." Many of the best families in the District keep a supply o. Oronoco on their side-boards, while some Washington physicians are using it in their practice. This pure old whisky is pronounced a winner by all who have used it, and they are legion.

AN ENTERPRISING FIRM.

Real Estate Business of Nauck & Nauck a Decided Success. The law and real estate firm of Nauck &

Nauck is a familiar one in the list of real estate houses of the city. The business was established in 1881 by Oscar Nauck, the senfor member of the firm. . Upon the graduation of Edwin Nauck in law at the Columbian University he became a partner with his brother. The firm has been located in the northwest section of the city since its establishment. In addition to its main of-fice at 7th and Florida avenue, it also has

Robert B. Caverly Has Made Rapid Strides.

BEGAN EIGHT YEARS AGO, NOW. IN GREAT DEMAND.

Has Fitted Some of the Leading Hotels, Public Buildings and Apartment Houses.

Nowhere is the marvelous development of the city more fittingly exemplified than in the plumbing establishment of Mr. Robert B. Caverly, 504 and 506 10th street northwest. From a humble beginning this business has leaped upward with the growth of the city until it now occupies a position peculiar to itself. The business was established eight years ago, with headquarters in a small 8x10 room in an office building on F street. In three years the business had developed to where it was necessary to open a store at 504 10th street northwest. With the added facilities and business methods adopted the increase gained momentum, and in one short year the quarters but just occupied were again too small and it was necessary to double their size at once. The adjoining store, No. 506, was accordingly occupied, together with a stock room in the rear. With the large floor space available the elegant show rooms which are such an admirable feature of this establishment were fitted out from plans made in New York by an architect specialist. For the past year the present quarters have been too small to accommodate the ever-growing business, and a further expansion of this house is imperative. Plans are already under discussion looking

to this end. Such, in brief, is the history of the founding and growth of this business. Perhaps it will prove interesting to inquire into the



Mr. Kernan established his present busi- reasons for such brilliant success. From erto unoccupied field in the plumbing linethe public would receive unvarying courtesy, where the capital and facilities were ample and where the work would receive careful attention, conscientious, skilled workmanship and every undertaking would be backed by a true guarantee—and that guarantee religiously adhered to. No ex-pense has been spared to the attainment of this end. The business has been divided into departments and at the head of each has been placed an expert in his line. The handling of every detail has been so systemized that every order, whether large or small, receives the same careful attention. With a never-failing supply of work it has been possible to maintain a large perma-nent force and to actively apply the doctrine of the "survival of the fittest," with the result that today the men employed represent the flower of the trade in this city-careful, painstaking, skilled mechan-

The facilities afforded for the selection of fixtures are far ahead of anything ever dreamed of in this city heretofore. The show rooms have been fitted up at great PRONOUNCED A SUCCESS.

Oronoco Rye Whiskey Has Won Its

Way Into Public Favor.

The late Col. Robert G. Ingersoll must have had in mind the famous Oronoco rye whisky when he penned that glowing tribute

show rooms have been fitted up at great expense with all that is best in piumbing. The actual goods, just as they will appear in actual use, are there in complete variety—complete bath rooms to the number of seven occupying one entire store—besides a complete line of sample fixtures of every description. A decade ago such a display would have been fitted up at great expense with all that is best in piumbing. The actual goods, just as they will appear in actual use, are there in complete variety—complete bath rooms to the number of seven occupying one entire store—besides a complete line of sample fixtures of every description. A decade ago such a display would have been fitted up at great expense with all that is best in piumbing. son of means, who desires to select the finest goods with reference to the latest novelties in design and the most delicate gradations in decoration, or to the modest but discriminating buyer, who prefers to make selections from the actual goods themselves rather than from vague illus-

Such a policy, rigidly adhered to and Such a policy, rigidly adhered to and backed by the executive ability, energy and enthusiasm of its originator and staff, could not fail to win success. At every hand are examples of the prominent part taken by this establishment in the development of the city, and daily the circle of friends and clients widens. Hotels, apartment houses, office buildings and private residences—all classes are fully represented. Every contract carefully carried out to the complete satisfaction of the client has the complete satisfaction of the client has added prestige to this house, until the name of Caverly has become synonymous with high-grade plumbing. In the House of Representatives bathing rooms at the Capitol it was decided to install the finest fix-tures and to have the work attended to by tures and to have the work attended to by an expert. The contract was awarded to this house solely on its reputation and character. At the White House, when it was planned to remodel the structure, it was realized that the work of remodeling the plumbing system and installing the ele-gant fixtures would prove a difficult task, involving expert workmanship, and the great haste obligatory rendered it absolutely essential that the work be carried through without the slightest liability of mistake. The field was carefully and thoroughly capyassed and Mr. Cayerly was semistake. The field was carefully and thoroughly canvassed, and Mr. Caverly was selected as the one man to whom this important work should be intrusted. The selection was fully justified—the work progressed without a hitch, to the entire satisfaction of the architects, the builders and to all concerned, and another triumph was added to an already long list. From this list snace only permits the selected referlist space only permits the selected refer-ences given below. These buildings are fair samples of the high-grade work installed by this establishment. Proud as this record is, the future promises even

greater success.

The White House,
The New Willard Hotel,
The Evening Star building,
The Washington Public Library,

The United States Capitol, The Wyatt building.
The Union Trust and Storage bank build-The Metropolitan Insurance Company's

building,
The Astoria apartment house,
The Driscoll apartments, The Chapin apartments, The Lowell apartments, The Landmore apartments, The King apartments.
The Foster apartments,

The Foster apartments,
Residences of:
Admiral T. O. Selfridge,
Lieut. Joseph Beale,
Gen. H. C. Corbin,
Mr. R. W. Patterson,
Gen. J. W. Foster,
Dr. H. D. Frye,
Mrs. J. McKnight Moses,
Mr. Frank B. Noyes,
Mr. Crosby Noyes.
Mr. Wm. Bruce King. Mr. Crosby Noyes. Mr. Wm. Bruce King, And over 200 others.

The Mil's building.
The Trumbuil street pumping station.
Kingman apartment house,
Residence of Mr. Larz Anderson.